

Message Text

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46

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 CIAE-00 INR-07 LAB-04 NSAE-00

PA-02 SIL-01 USIA-15 PRS-01 /050 W

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R 141707" MAY 76

FM USMISSION USBERLIN

TO USDOC WASHDC

SECSTATE WASHDC 2510

INFO AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMCONSUL FRANKFURT

UNCLAS USBERLIN 1028

COMMERCE ALSO FOR OIM/WE - ED HEISER AND OIM/OED - J. MILLER

E.O. 11652: N/A

TAGS: BEXP, BTRA, GW, WB

SUBJECT: WEST BERLIN FIRMS TO PARTICIPATE IN CHICAGO INTERNATIONAL
TRADE EXPOSITION, JULY 1 - 18, 1976

REF: 10 FAM 916.3-1 AND .4.

1. SUMMARY - TEN WEST BERLIN FIRMS AND ORGANIZATIONS PLAN EXHIBITION AT CHICAGO INTERNATIONAL TRADE EXPOSITION AT NAVY PIER JULY 1 18, 1976. BERLIN STAND IS UNDER SPONSORSHIP OF BERLIN MARKETING COUNCIL WITH ASSISTANCE FROM BERLIN BRANCH OF AMERICAN CHAMBER OF COMMERCE IN GERMANY AND U.S. MISSION. GROUP WOULD APPRECIATE ANY ASSISTANCE DEPARTMENT OR USDOC CHICAGO FIELD OFFICE CAN RENDER IN ARRANGING APPROPRIATE BUSINESS APPOINTMENTS IN CHICAGO AREA DURING FIRST TWO WEEKS OF JULY. DETAILS AND PRODUCTS OFFERED ARE GIVEN BELOW. END SUMMARY

2. THE WEST BERLIN MARKETING COUNCIL (BAO), AN ORGAN OF GERMAN CHAMBER OF COMMERCE AND INDUSTRY (IHK) IS SPONSORING GROUP EXHIBIT OF TEN WEST BERLIN COMPANIES AT CHICAGO'S INTERNATIONAL TRADE EXPOSITION, JULY 1-18, GROUP WILL BE LED AT CHICAGO
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BY MR. ROBERT LOCHNER, EXECUTIVE SECRETARY, BERLIN
CHAPTER OF AMERICAN CHAMBER OF COMMERCE IN GERMANY
AND OFFICIALS OF BAO. SEVERAL FIRMS ARE OFFERING
REVERSE LICENSING OPPORTUNITIES FOR AMERICAN BUSINESS
AND POSSIBLE JOINT VENTURES.

3. AT PLANNING SESSION WITH MISSION OFFICER MAY 13,
GROUP REQUESTED DEPARTMENT'S ASSISTANCE IN ARRANGING
APPOINTMENTS IN ADVANCE AT CHICAGO. HECE, DEPARTMENT
MAY WISH RELAY THIS MESSAGE TO COMMERCE DISTRICT
FIELD OFFICE CHICAGO ASAP. GROUP ALSO INTENDS CONTACT
GERMAN-AMERICAN CHAMBER OF COMMERCE CHICAGO FOR
ADDITIONAL ASSISTANCE. NO REPEAT NO BUSINESS APPOINT-
MENTS HAVE BEEN SET TO DATE.

4. PARTICIPANTS ARE AS FOLLOWS:

FIRM	PRODUCTS
-BEROLINA GARDINENFABRIK	DRAPES, CORNICES AND DRAPERY MATERIALS

CHARLOTTENBURGER MOTOREN	SPECIAL WATER, WELL AND DRILLING EQUIPM ENT UNDER GERAETEBAU
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-HARDI CO.	AUTOMOTIVE PUMPS
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-MSIUS	HOUSEHOLD APPLIVCS
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-A. MUELLER & CO.	QUICKSILVER BAROMETERS, VACUUM METERS
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-SCHLEICHER & CO.	TIME RELAYS
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-SENNIGER	SWITCH-GEAR MOTORS
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-STEYER & CO.	ARTIFICIAL FLOWERS, BRIDAL VEILS
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-WAZAU CO.	TECHNICAL MEASURING INSTRUMENTS
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-SCHIER, OTTEN COL	FREIGHT FORWARDERS
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-HILDEBRANDT	ARCHITECTS
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5. CHARLOTTENBURGER MOTOREN AND SCHLEICHER & CO. INTERESTED
IN REVERSE LICENSING AGREEMENTS AND POSSIBLE JOINT
VENTURE/PARTNERSHIP ARRANGEMENTS WITH AMERICAN FIRMS.
A. MUELLER AND MATTTHESIUS EXPRESSED SIMILAR INTERESTS.
ADDITIONAL DETAILS ON LICENSING OPPORTUNITIES TO

FOLLOW AS SOON AS POSSIBLE.

6. GROUP TENTATIVELY PLANNING STAY AT HOLIDAY INN OR
INTERNATIONAL HOUSE. MR. EMERSON J. LYONS OF
EXPOSITION STAFF CHICAGO COORDINATING THESE ARRANGE-
MENTS.

7. DEPARTMENT'S ASSISTANCE APPRECIATED. GEORGE

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 14 MAY 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976USBERL01028
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: D760188-0981
From: USBERLIN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t197605105/aaaaghov.tel
Line Count: 127
Locator: TEXT ON MICROFILM, TEXT ON-LINE
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CollinP0
Review Comment: n/a
Review Content Flags:
Review Date: 15 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 JUN 2004 by wolfsd>; APPROVED <25 JAN 2005 by CollinP0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> srp 970924
Subject: WEST BERLIN FIRMS TO PARTICIPATE IN CHICAGO INTERNATIONAL TRADE EXPOSITION, JULY 1 - 18, 1976
TAGS: BEXP, BTRA, GE, WB
To: COM
STATE
MULTIPLE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006